

M U L T I - A E R O , I N C . D / B / A



DEPARTMENT OF TRANSPORTATION

Proposal to Provide Essential Air Service at

Watertown, South Dakota

Docket DOT-OST-2001-10644

Under 49 U.S.C. 41731 et seq.

**January 30th
2019**

Direct Inquiries Regarding this Proposal to:

Darnea Wood, CFO

[Air Choice One Airlines](http://AirChoiceOneAirlines.com)

12300 Old Tesson Road, Suite 200 F, Saint Louis, MO 63128

Phone: (314) 843-8501 ext. 1007 • Email: darnea@airchoiceone.com

Meet the Growing

Air Choice One

Destinations:

Burlington, Iowa
Jonesboro, Arkansas
Ironwood, Michigan
Mason City, Iowa
Fort Dodge, Iowa
Jackson, Tennessee

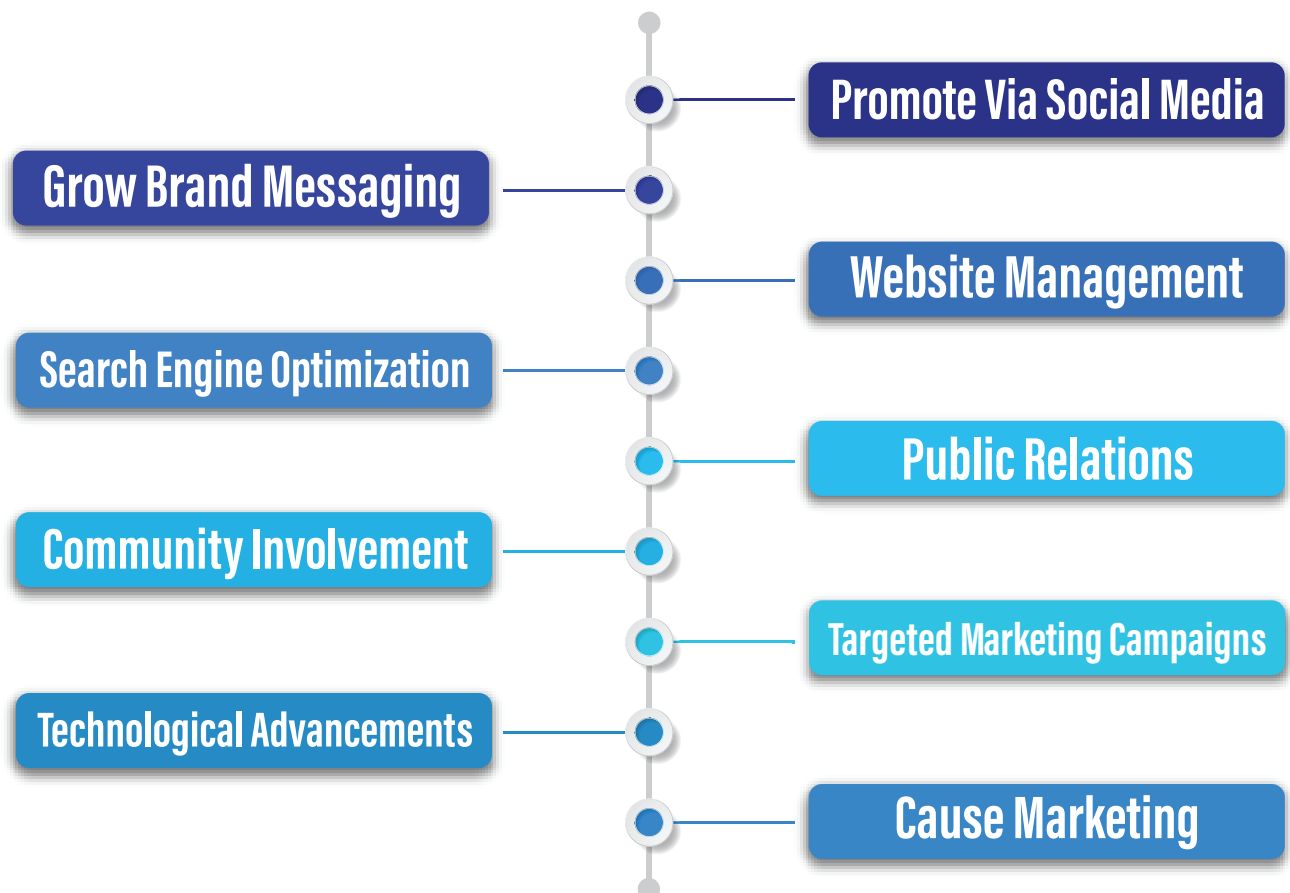
Hubs:

Chicago - O'Hare International Airport (ORD)
Lambert - St. Louis International Airport (STL)
Minneapolis - St. Paul International Airport (MSP)
Atlanta - Hartsfield-Jackson International Airport (ATL)



Marketing

We have an in-house, full-time marketing department to ensure that we are visible across social networks, news outlets and the communities we serve.



Choice Option 1

WATERTOWN, SOUTH DAKOTA

Beechcraft 1900C



24 Round Trips per Week

ATY - MSP (24 RT)

Watertown to Minneapolis-St. Paul

Beechcraft 1900C

\$89⁰⁰ - \$109⁰⁰

Non-Refundable

Refundable



Flight Time:
1 hour



Watertown

SOUTH DAKOTA

Choice Option 1

Beechcraft 1900C

Watertown, SD (ATY) - Minneapolis-St. Paul, MN (MSP)

24 RT with Beechcraft 1900

2 Year Service

24 Total Round Trips Per Week - Based on 98% Completion Rate

Operation Revenues

Revenues	\$1,897,500
Other Revenues	<u>18,975</u>
Total Operating Revenues	\$1,916,475

Direct Operating Expenses

Flying Operations	\$915,200
Fuel and Oil	1,476,597
Maintenance	1,350,171
Aircraft Leases	<u>375,000</u>
Total Direct	\$4,116,968
Marketing	<u>50,000</u>
Indirect	<u>1,079,834</u>
Total Operating Expenses	\$5,246,802

Operating Loss	\$3,330,327
Profit Element (6% total Oper. Exp.)	<u>262,340</u>
Compensation Required	\$3,592,667

Compensation per PAX	\$218
Compensation per Departure	\$1,464

Number of Passengers	16,500
Average Fare	\$115.00
Departures	2,454
Block Hours	2,454
Revenue Passenger Miles	3,168,000
Available Seat Miles	4,226,826

To align revenue with costs over time, Air Choice One proposes 3% annual escalation factor.

Air Choice One will work closely with the community to provide flight schedules that will be optimal for our hub connections.

Air Choice One



*Air Choice One
is your passport to
Watertown, South Dakota!*